



Option Care Inc.  
1411 Lake Cook Road  
Deerfield, Illinois 60015

August 23, 2016

Donna Jerry  
Senior Health Policy Analyst  
Green Mountain Care Board  
89 Main Street, Third Floor, City Center  
Montpelier, Vermont 05620

RE: Letter of Intent to provide nursing services

Dear Ms. Jerry,

This letter has been prepared by Option Care, Inc. to announce our intention to provide infusion nursing services ancillary to our pharmacy services, within the following Vermont counties: Addison, Bennington, Caledonia, Chittenden, Essex, Franklin, Grand Isle, Lamoille, Orange, Orleans, Rutland, Washington, Windham, and Windsor, from our licensed home infusion pharmacy located at 10 Commerce Park North, Unit 4, Bedford, NH 03110 pursuant to GMCB's Certificate of Need rule, GMCB Rule 4.00. We request the determination whether a Certificate of Need is required.

Option Care is a leading provider of home and alternate treatment site infusion services. With a staff of more than 1,700 clinical experts – including specially trained infusion nurses, infusion pharmacists and registered dietitians – Option Care treats patients with a wide range of acute and chronic conditions. Comprehensive therapy management programs are offered for patients with nutrition disorders, bleeding disorders and heart failure, as well as those needing immunoglobulin (IG) therapy and anti-infective therapy. Option Care is able to provide services to 92% of the nation's population through more than 90 infusion pharmacies and 100 alternate treatment sites across the country. Our services include distribution and administration of infused and injectable medications, patient care coordination, clinical and compliance management, and reimbursement support. Option Care is accredited by JCAHO, and URAC accreditation is in current process.

Over the past two (2) years, Option Care has been unable to staff many of our home infusion patients with nurses from either Bayada Home Health Care and VNAs of Vermont. There is a shortage of skilled infusion registered nurses (RNs) associated with these home health agencies

despite a growing demand for home infusion services. We have been unable to accept many newly referred patients, which drives our patient population to institutional settings where the risk of nosocomial infections are greatest and healthcare costs are higher.

In order to address this issue, Option Care plans to provide infusion services in Vermont patients' homes utilizing Option Care registered nurse(s). On average, we receive one or two (1.5) patients per month from the University of Vermont Medical Center. Using a five month average length of stay we project patient census at the end of year one to be 8.5, year two 12.1, and year three 18.1. We also assumed a growth in business of 12% per year. Considering average patient weight, average drug dose, an estimated drug cost based on national averages, we estimated that each patient will require 10 hours of nursing time per month. Including paid time for RN travel, a monthly meeting, and ongoing educational requirements, at the end of year one we would potentially need 23 hours/week, year two 31/hours per week, and year three 47 hours/week. We estimate this need can be fulfilled by one per diem RN for the first two years, and one or two per diem RNs for year three depending on the actual needs at that time. Management hours per month for the VT RN(s) would consume no more than 4 hours per month and can be fulfilled by the current Director of Nursing at the Bedford NH branch.

Regarding advertising and marketing, the Northern New England sales rep typically spends 1-2 days per quarter at most in Vermont. We estimated 2 days per quarter and calculated the percentage of business days per year to assume a salary percent use. We also estimated travel and expense cost, resulting in a total annual estimate for marketing at \$3238.

Our billing services are centralized. Average patient load per billing specialist is 250 patients. Using an average salary for a billing specialist and the projected Option Care patient census in Vermont we estimated billing costs associated with these patients to be \$817, \$2,085, and \$3018, respectively, for years one, two and three.

Project and operating costs are detailed on the attached spreadsheet, along with an attached document that describes assumptions used for these estimations (Option Care per diem RN Project and Operating Costs).

I thank you for considering our request.

Sincerely,

Janet Henry, RN, CRNI  
Option Care Director of Nursing  
Bedford NH

cc: Andrea Roberts, MSN, NP, IgCN  
Option Care National Clinical Director, Immunoglobulin Division

Gretchen Ayer, MS  
Option Care Director of Business Development, Immunoglobulin Division